

Investor Presentation

April 2023

Important Notice

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Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (SGX-ST). Listing of the Units on SGX-ST does not guarantee a liquid market for the Units.

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Constituent of:



Singapore Small Cap Index



iEdge SG ESG Indices



FTSE ST REIT Index,
FTSE EPRA Nareit
Developed Index and
FTSE Global Small Cap Index



CarbonCare Asia Pacific
Green REIT Index

Signatory of:



1. Keppel Pacific Oak US REIT Management Pte. Ltd. is a signatory to the United Nations-supported Principles for Responsible Investment, under the membership of Keppel Capital.

Overview of KORE

105 Edgeview
Denver, Colorado



Keppel Pacific Oak US REIT (KORE)

First choice US office SREIT focused on the fast-growing tech sector across key growth markets in the US

Unique exposure to key US growth markets

Benefitting from the defensive sectors of tech and healthcare

Tax advantaged structure

Sponsors	<ul style="list-style-type: none">• Keppel Capital and KORE Pacific Advisors (“KPA”)
US Asset Manager	<ul style="list-style-type: none">• Pacific Oak Capital Advisors LLC, also advisor for Pacific Oak Strategic Opportunity REIT
Manager	<ul style="list-style-type: none">• Keppel Pacific Oak US REIT Management Pte. Ltd.
Investment mandate	<ul style="list-style-type: none">• To invest in a diversified portfolio of income-producing commercial assets and real estate-related assets in key growth markets of the US with favourable economic and office fundamentals
Distribution Policy & Distribution Currency	<ul style="list-style-type: none">• Semi-annual distributions• Distributions declared in US dollars; Unitholders have the option to receive distributions in Singapore or US dollars (by submitting a ‘Currency Election Form’) and opting out of CDP’s Currency Conversion Service

Successful Execution of Growth Strategy

9 Nov 2017: Listed on SGX IPO with 11 office buildings and business campuses across 7 key growth markets

Jan 2019
Strengthened foothold in the strong Maitland submarket with acquisition of **Maitland Promenade 1** in Orlando, Florida



Aug 2021
Completed the strategic acquisitions of **Bridge Crossing** in Nashville, Tennessee, and **105 Edgeview** in Denver, Colorado



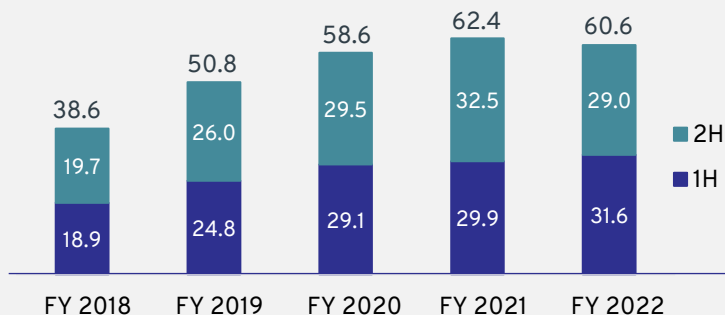
Nov 2018
Maiden acquisition of **The Westpark Portfolio** in Seattle – Redmond, Washington



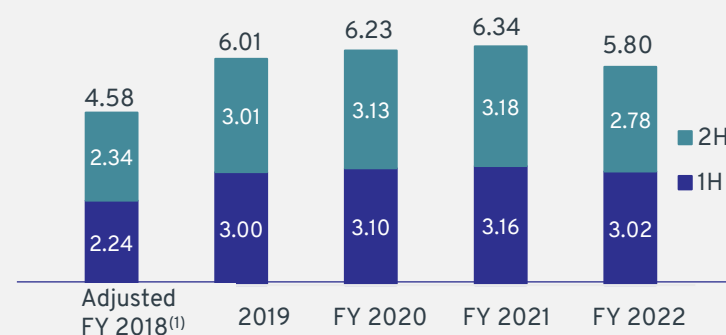
Nov 2019
Extended footprint into new key growth market with the acquisition of **One Twenty Five** in Dallas, Texas



Distributable Income (US\$ million)



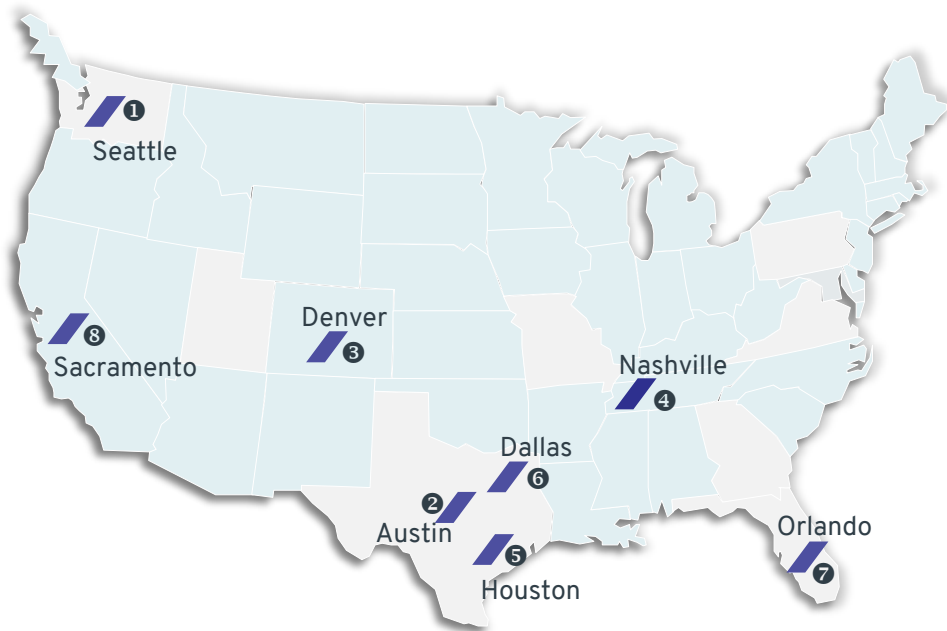
DPU (US Cents)



(1) Adjusted Actual FY 2018 was calculated based on the weighted average number of Units for FY 2019 of 843,917,481 Units to remove the effects of the enlarged Unit base in FY 2019 for comparison purpose.

KORE's Presence In Key Growth Markets

Popular in-migration destinations due to attractive lifestyle, culture and employment opportunities



1	Seattle, Washington	<ul style="list-style-type: none"> ❖ The Plaza Buildings ❖ Bellevue Technology Center ❖ The Westpark Portfolio 		#17
2	Austin, Texas	<ul style="list-style-type: none"> ❖ Westech 360 ❖ Great Hills Plaza 		#4
3	Denver, Colorado	<ul style="list-style-type: none"> ❖ Westmoor Center ❖ 105 Edgeview 		#16
4	Nashville, Tennessee	<ul style="list-style-type: none"> ❖ Bridge Crossing 		#1
5	Houston, Texas	<ul style="list-style-type: none"> ❖ 1800 West Loop South ❖ Bellaire Park 		#14
6	Dallas, Texas	<ul style="list-style-type: none"> ❖ One Twenty Five 		#2
7	Orlando, Florida	<ul style="list-style-type: none"> ❖ Maitland Promenade I & II 		#13
8	Sacramento, California	<ul style="list-style-type: none"> ❖ Iron Point 		

KORE's Properties
 Magnet Cities⁽¹⁾
 Super Sun-Belt Cities⁽¹⁾
 18-Hour Cities⁽¹⁾
 Supernovas⁽¹⁾

Multitalented Producers⁽¹⁾

#x Top 20 US Markets to Watch, 2023⁽¹⁾⁽²⁾

1Q 2023 Key Business and Operational Updates

Bridge Crossing
Nashville, Tennessee



Financial Performance

Financial Highlights



	1Q 2023 (US\$ 'm)	1Q 2022 (US\$ 'm)	% Change
Gross Revenue	37.1	37.0	0.2
Net Property Income (NPI)	21.2	21.7	(2.7)
Adjusted NPI (excludes non-cash straight-line rent, lease incentives and amortisation of leasing commissions)	21.5	22.0	(2.0)
Income Available for Distribution ⁽¹⁾	13.1	16.6	(21.2)
Adjusted Income Available for Distribution ⁽²⁾	13.1	14.9	(12.5)

Adjusted Distributable Income for 1Q 2023 was down 12.5% year-on-year to US\$13.1m due to:

- Divestments of Northridge Center I & II and Powers Ferry in 2H 2022.
- Higher financing cost as a result of rising interest rates.

Strong balance sheet with significant liquidity

- Aggregate leverage of 38.7% with no long-term refinancing requirements until Q4 2024.
- Cash and undrawn facilities of US\$126m.

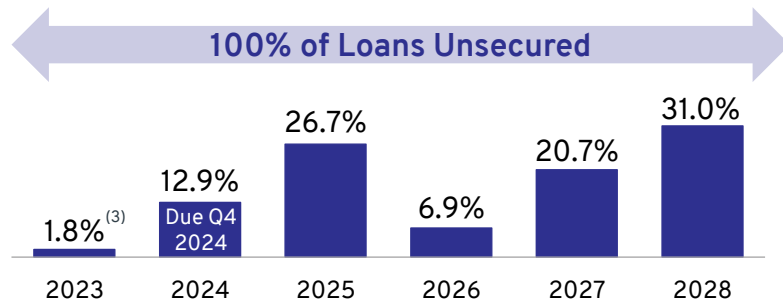
Stable Financial Position

Prudent capital management with 100% unsecured loans provide greater financial flexibility, no long-term refinancing obligation till late 2024

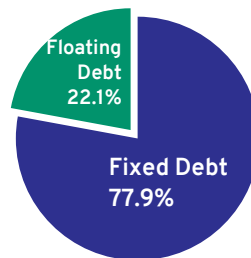
As at 31 March 2023

Total Debt	<ul style="list-style-type: none">US\$580.2 million of external loans100% unsecured and no direct exposure to any US regional bank
Available Facilities	<ul style="list-style-type: none">US\$39.8 million of uncommitted revolving credit facilityUS\$50 million of committed revolving credit facility⁽⁵⁾
Aggregate Leverage ⁽¹⁾	38.7%
Average Cost of Debt (Excludes amortisation of upfront debt financing costs)	3.86% p.a.
All-in Average Cost of Debt (Includes amortisation of upfront debt financing costs)	3.96% p.a.
Interest Coverage ⁽²⁾	3.6 times
Weighted Average Term to Maturity	3.4 years

Debt Maturity Profile (as at 31 March 2023)



Interest Rate Exposure



Sensitivity to LIBOR/SOFR⁽⁴⁾

Every + 50bps in LIBOR/SOFR translates to - 0.065 US cents in DPU p.a.

- (1) Calculated as the total borrowings and deferred payments (if any) as a percentage of the total assets.
(2) Interest Coverage Ratio (ICR) disclosed above is computed based on the definition set out in Appendix 6 of the Code on Collective Investment Schemes revised on 16 April 2020. Q1 2023 adjusted ICR is the same as ICR.
(3) Refers to the US\$10.2m uncommitted revolving credit facilities drawn.
(4) Based on the 22.1% floating debt, US\$10.2 million uncommitted revolving credit facility drawn which are unhedged and the total number of Units in issue as at 31 March 2023.
(5) Secured new US\$50 million committed revolving credit facility on 12 April 2023.

Quality Portfolio Driven By Tech and Innovation



91.9%
Portfolio
Committed Occupancy

KORE's strategic presence in key growth markets and its focus on the fast-growing TAMI⁽¹⁾, medical and healthcare sector provides income resilience.

SEATTLE - BELLEVUE/REDMOND, Washington



The Plaza Buildings
Occupancy: 90.3%



Bellevue Technology Center
Occupancy: 95.1%



The Westpark Portfolio
Occupancy: 97.2%

NASHVILLE, Tennessee



Bridge Crossing
Occupancy: 100%

DENVER, Colorado



Westmoor Center
Occupancy: 97.3%



105 Edgeview
Occupancy: 94.6%

SACRAMENTO, California



Iron Point
Occupancy: 82.2%

AUSTIN, Texas



Great Hills Plaza
Occupancy: 100%



Westech 360
Occupancy: 83.1%

HOUSTON, Texas



1800 West Loop South
Occupancy: 85.1%



Bellaire Park
Occupancy: 84.4%

ORLANDO, Florida

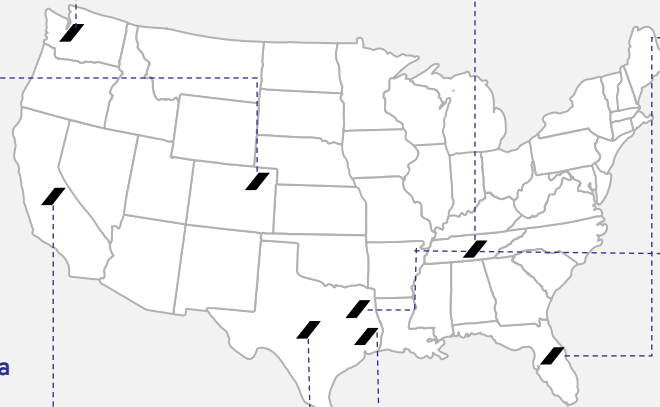


Maitland Promenade I & II
Occupancy: 86.8%

DALLAS, Texas



One Twenty Five
Occupancy: 91.8%



Steady Income with Visible Organic Growth

~218,897sf

Leased spaces for 1Q 2023, equivalent to 4.6% of portfolio NLA. Excluding Spectrum's major renewal/expansion, the leased space is ~117,931 sf, equivalent to 2.5% of portfolio NLA. Portfolio WALE of 3.5 years⁽¹⁾ by CRI.

~2.1%

In-place rents are ~2.1% below asking rents, which provide an avenue for organic growth.

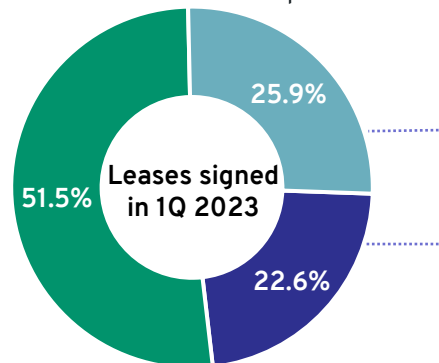
(6.5%)

Negative rental reversion for 1Q 2023 skewed by Spectrum's renewal/expansion at Maitland, one of the few buildings where the asking rents is significantly below the in-place rent. Adjusted rental reversion excluding this lease was positive ~4.9%.

~2.4%

Built-in average annual rental escalation across the portfolio.

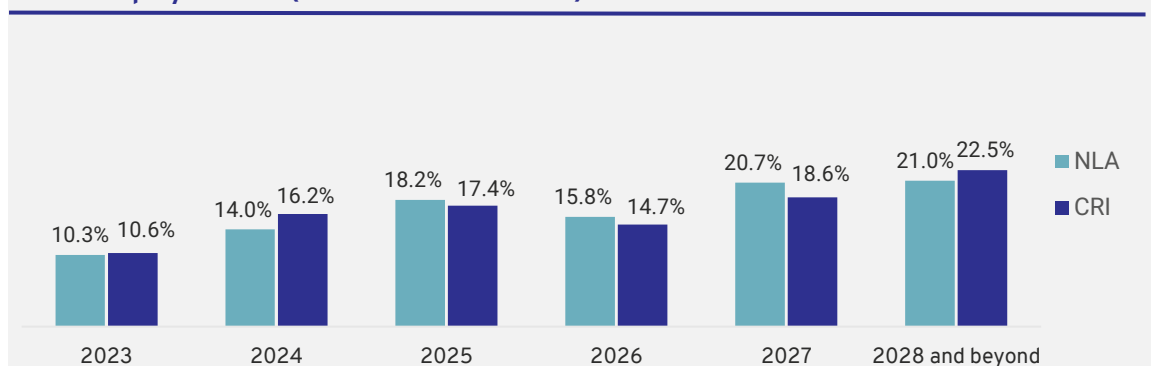
■ New ■ Renewal ■ Expansion



New leasing demand and expansions from:

TAMI ⁽²⁾	59.5%
Professional Services ⁽³⁾	24.3%
Others	8.6%
Medical and Healthcare	5.1%
Finance and Insurance	2.5%

Lease Expiry Profile (as at 31 March 2023)



(1) Based on NLA, portfolio WALE was 3.3 years.

(2) TAMI stands for technology, advertising, media, and information.

(3) Professional Services comprises tenants who provide management consulting, legal, real estate, engineering, manufacturing and educational services.

Resilient Portfolio with Diversified Tenant Composition



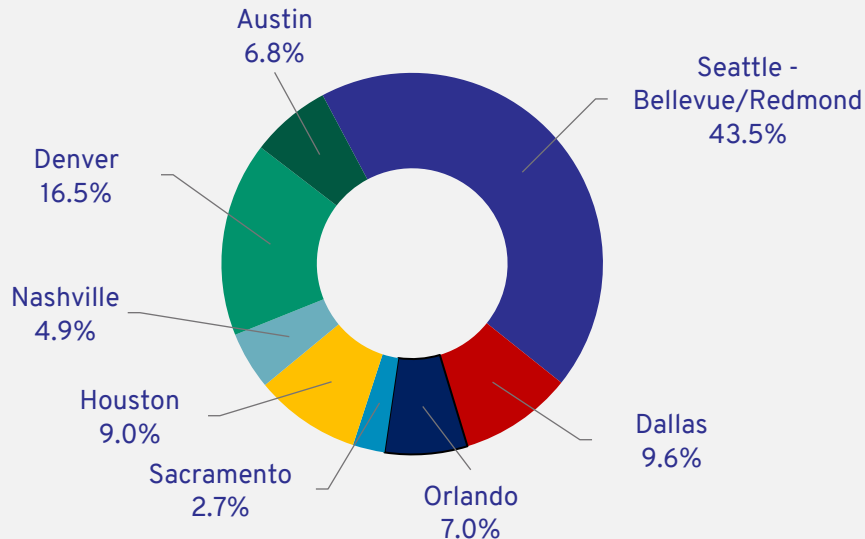
KORE's buildings and business campuses in the tech hubs of Seattle – Bellevue/Redmond, Austin and Denver contribute ~67% of NPI⁽¹⁾



~49% of KORE's portfolio NLA comprises high-quality tenants from the growing and defensive sectors of TAMI, medical and healthcare

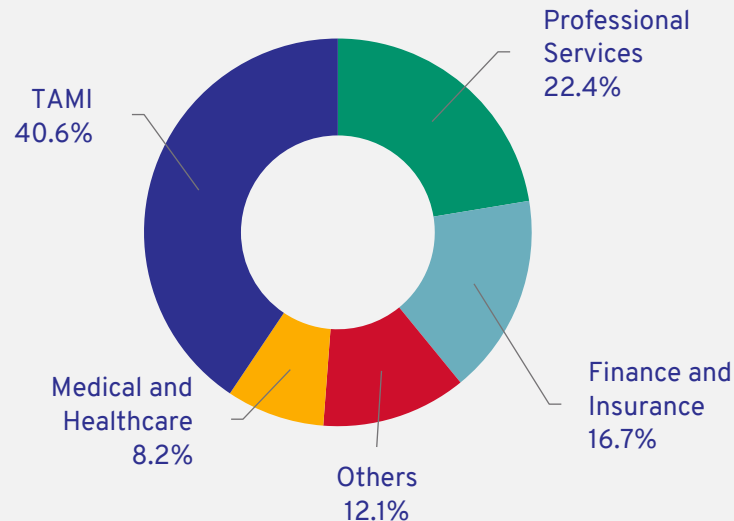
Geographic Diversification by NPI⁽¹⁾

as at 31 March 2023



Industry Diversification by NLA

as at 31 March 2023



Low Tenant Concentration Risk



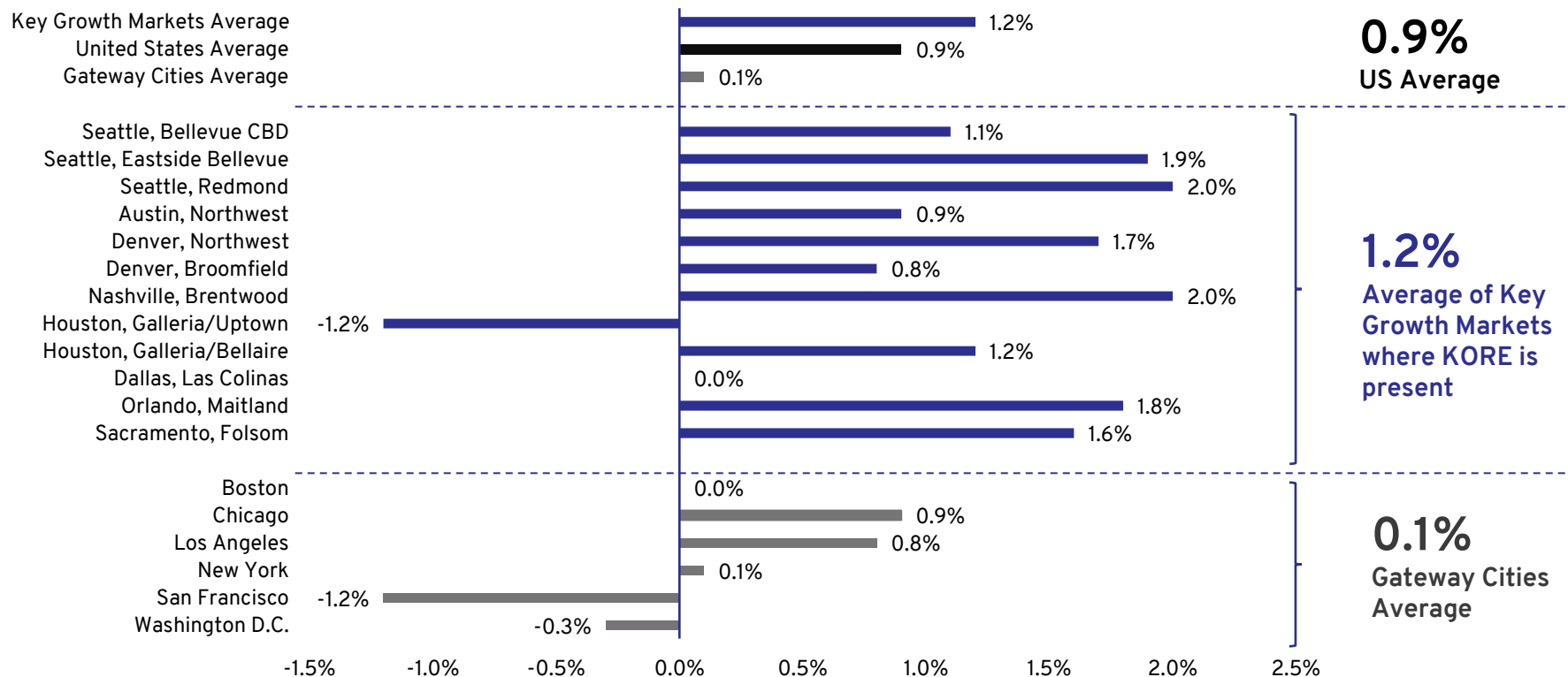
Top 10 tenants contribute only 23.8% of CRI

Majority of top 10 tenants are established TAMI companies, and most are located in the fast-growing tech hubs of Seattle – Bellevue/Redmond, Denver and Nashville.

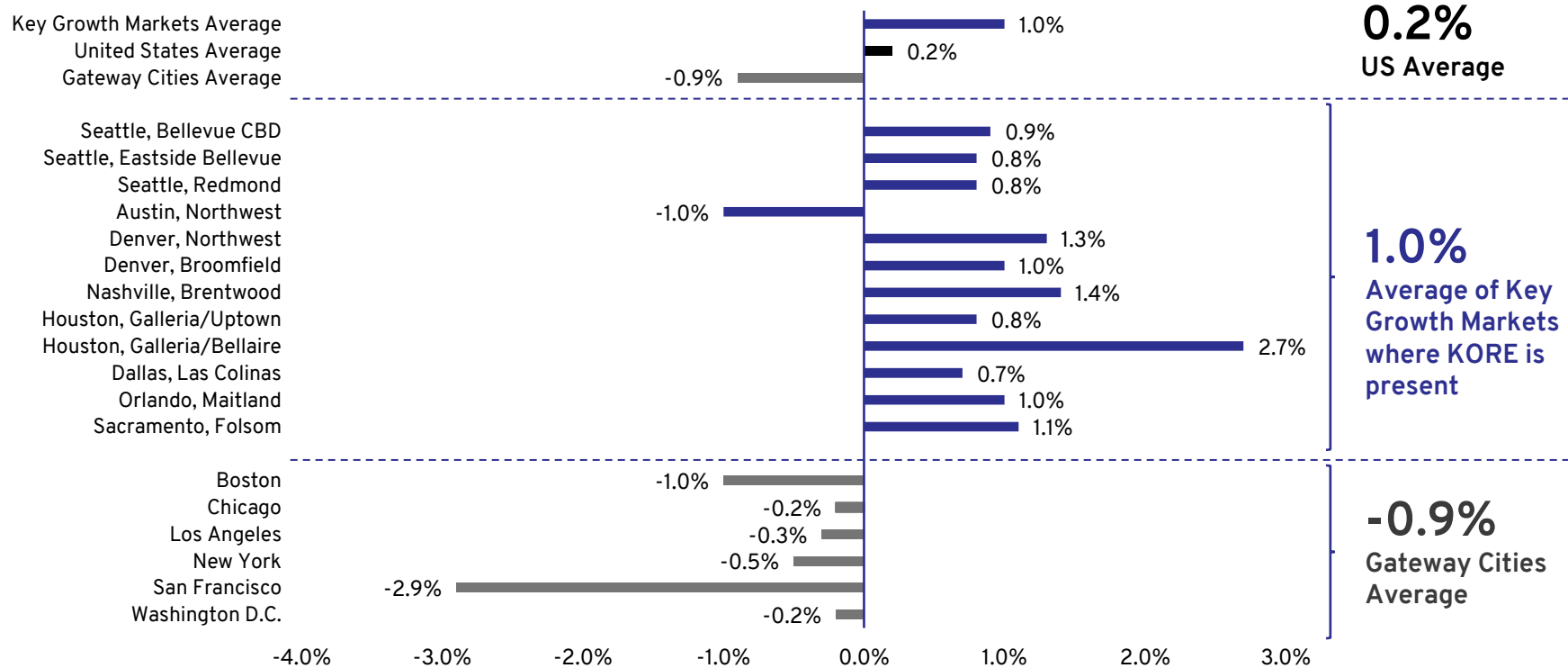
As at 31 March 2023

Top 10 Tenants	Sector	Asset	Location	% of CRI
Comdata Inc	TAMI	Bridge Crossing	Nashville	3.5
Ball Aerospace	TAMI	Westmoor Center	Denver	3.0
Lear Cooperation	TAMI	The Plaza Buildings	Seattle – Bellevue/Redmond	2.8
Gogo Business Aviation	TAMI	105 Edgeview	Denver	2.8
Meta	TAMI	The Westpark Portfolio	Seattle – Bellevue/Redmond	2.6
Zimvie ⁽¹⁾	TAMI	Westmoor Center	Denver	2.0
Spectrum	TAMI	Maitland Promenade I & II	Orlando	1.9
Goldman Sachs Personal Financial Management	Finance & Insurance	One Twenty Five	Dallas	1.8
Auth0	TAMI	The Plaza Buildings	Seattle – Bellevue/Redmond	1.7
Bio-Medical Applications	Medical & Healthcare	One Twenty Five	Dallas	1.7
Total				23.8
WALE by NLA				4.4 years
WALE by CRI				4.4 years

Last 12 Months Rent Growth



Projected 12-Month Rent Outlook



First Choice Submarkets Outlook

Submarket Property	Property Vacancy Rate (%)	Submarket Vacancy Rate (%)	Last 12M Deliveries (\$'000)	Last 12M Absorption (\$'000)	Under Construction (\$'000)	Last 12M Rental Growth (%)	Projected Rental Growth (%)
Seattle, Bellevue CBD <i>The Plaza Buildings</i>	9.7	7.9	-	(243)	4,747 ^{(1)*}	1.1	0.9
Seattle, Eastside Bellevue <i>Bellevue Technology Center</i>	4.9	3.0	-	5	-	1.9	0.8
Seattle, Redmond <i>The Westpark Portfolio</i>	2.8	1.5	350	370	2,500 ^{(1)#}	2.0	0.8
Austin, Northwest <i>Great Hills Plaza & Westech 360</i>	0.0 ⁽²⁾ & 16.9 ⁽³⁾	20.8	-	(430)	-	0.9	(1.0)
Denver, Northwest <i>Westmoor Center</i>	2.7	10.2	3	(139)	33	1.7	1.3
Denver, Broomfield <i>105 Edgeview</i>	5.4	17.0	-	(204)	-	0.8	1.0
Nashville, Brentwood <i>Bridge Crossing</i>	-	13.3	-	120	-	2.0	1.4
Houston, Galleria/Uptown <i>1800 West Loop South</i>	14.9	31.5	-	(965)	-	(1.2)	0.8
Houston, Galleria/Bellaire <i>Bellaire Park</i>	15.6	18.2	-	43	-	1.2	2.7
Dallas, Las Colinas <i>One Twenty Five</i>	8.2	25.2	-	(222)	593 ⁽¹⁾	0.0	0.7
Orlando, Maitland <i>Maitland Promenade I & II</i>	13.2	14.5	-	(121)	-	1.8	1.0
Sacramento, Folsom <i>Iron Point</i>	17.8	8.5	-	(246)	53	1.6	1.1

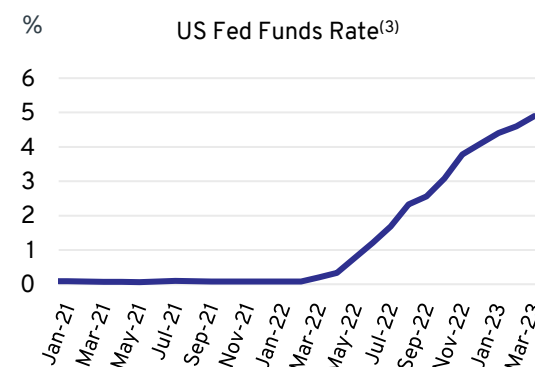
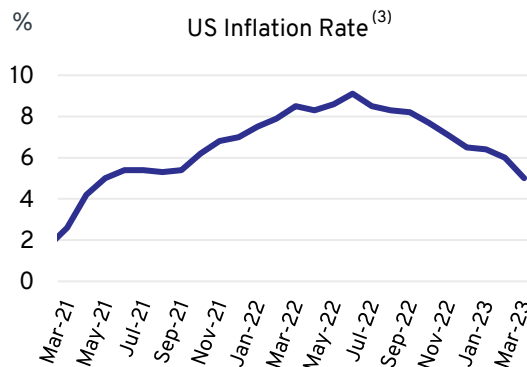
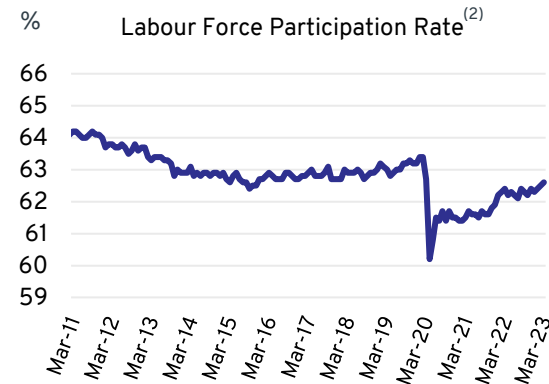
Market Outlook

*Maitland Promenade I
Orlando, Florida*



U.S. Economic Updates

- US real GDP increased by 2.6% quarter-on-quarter in 4Q 2022⁽¹⁾.
- Unemployment rate dipped to 3.5% in March 2023⁽²⁾.
- Labour force participation rate increased to 62.6% in March 2023⁽²⁾, the highest since March 2020.
- Annual inflation rate decreased further to 5.0% in March 2023⁽²⁾, the lowest since May 2021.
- US Federal Funds Rate increased to 4.75% - 5% in March 2023⁽³⁾.



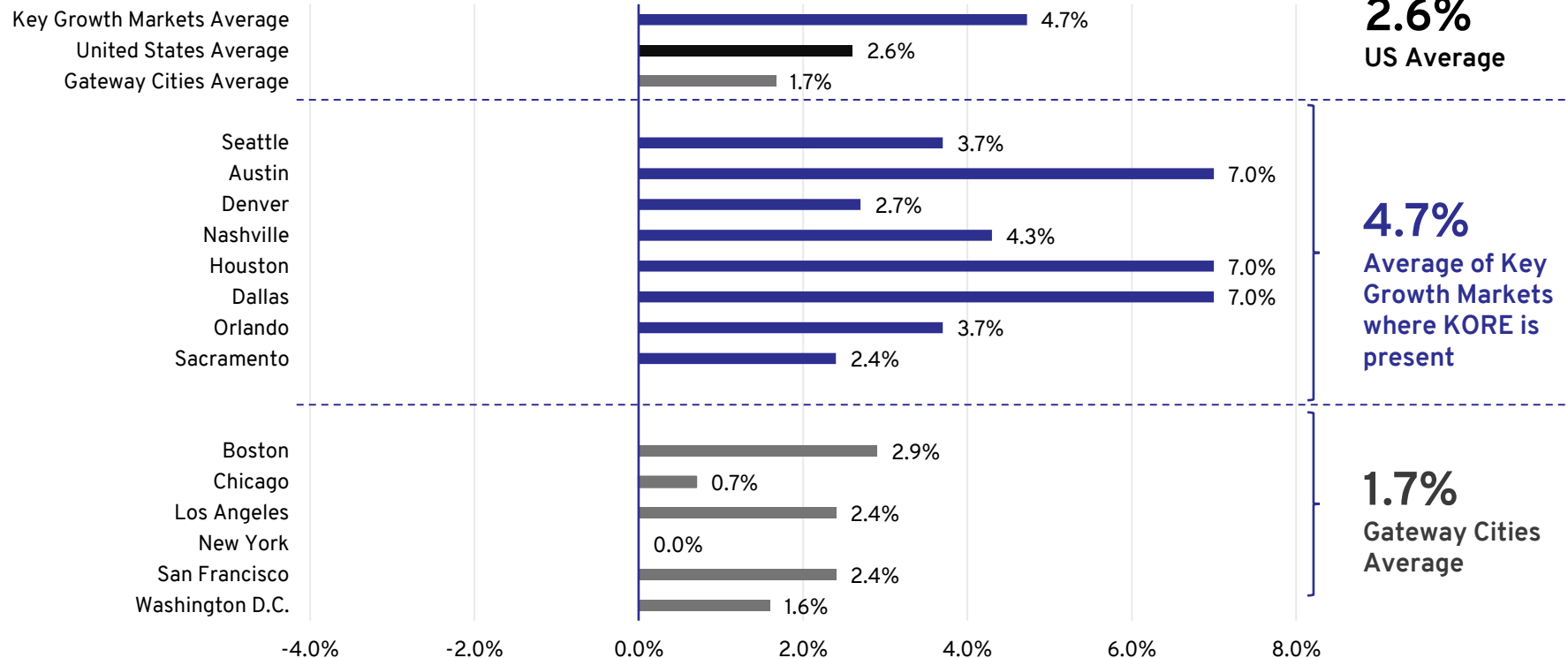
(1) Source: U.S. Bureau of Economic Analysis, March 2023.

(2) Source: U.S. Bureau of Labor Statistics, April 2023.

(3) Trading Economics, March 2023.

Growth in the U.S. Economy

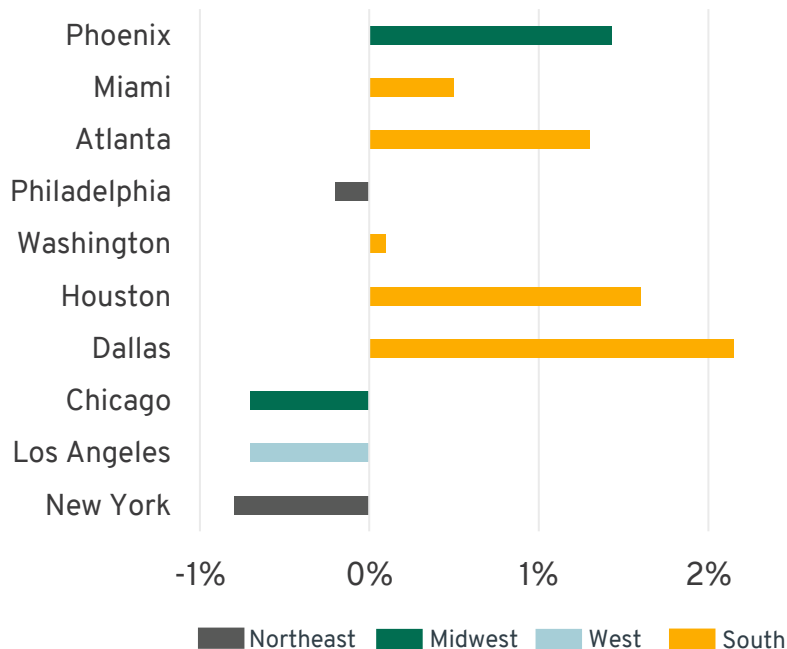
Real GDP Percent Change at Annual Rate⁽¹⁾, 2022: Q3 – 2022: Q4



Continued Exodus From America's Big Cities

- Most of the gateway cities continue to face a tough future.
- New York continues to lead the country in population loss and outmigration⁽¹⁾.
 - Saw largest annual numeric and percent decline in its population, dropping by 180,341 people.
 - Lost more than 400,000 people in the last two years.
 - Number of unemployed increased by 83,500 between early 2020 and 3Q 2022 as unemployment rate surged above national average⁽²⁾.
- Beneficiaries of outmigration of these gateway cities are key growth markets where KORE is present.

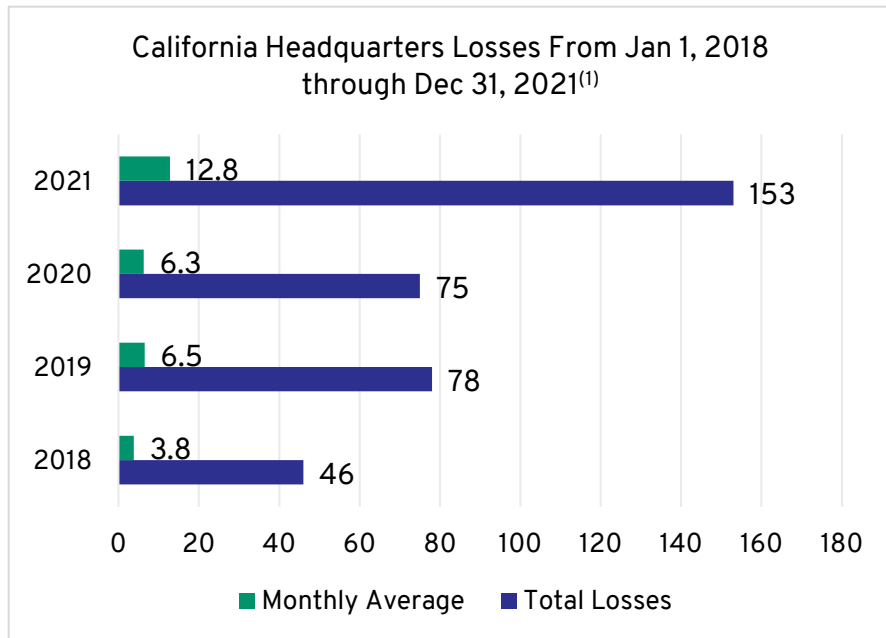
2021-2022 population change among the top 10 largest metro areas⁽¹⁾



California's Business Exits

California lost a total of 352 headquarters in the period January 1, 2018 through December 31, 2021

- Los Angeles and San Francisco counties have experienced the highest number of relocations, to growth markets where KORE is present.



Fortune 1,000 Headquarters that left California, 2018 – 2021 ⁽¹⁾			
Company	California Location	Destination	2022 Fortune Ranking
McKesson Corp	San Francisco	Texas > Irving/ Las Colinas	9
Tesla	Santa Clara	Texas > Austin	65
Oracle	San Mateo	Texas > Austin	91
Hewlett Packard Enterprise (HPE)	Santa Clara	Texas > Houston	123
CBRE Group	Los Angeles	Texas > Dallas	126

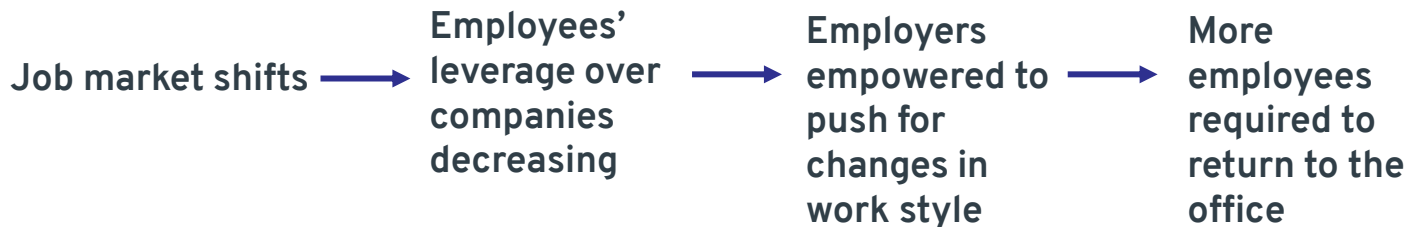
Relocations Out of California

Top 10 states for California relocations ⁽¹⁾		
Rank	State	Known Relocations
1	Texas	132
2	Tennessee	31
3	Nevada	25
4	Florida	24
5	Arizona	21
6	Colorado	20
7	North Carolina	13
8	Ohio	7
9	Georgia Kentucky Virginia	5 5 5
10	Indiana Missouri Michigan Arkansas Utah	4 4 4 4 4

- High cost of buildings are driving large corporations away from California.
- Housing affordability crisis another reason for the shrinking population.
- These states, several of which KORE is already present in, are popular relocation destinations due to their low taxes and lower cost-of-living.
- Human capital increasingly becoming scarce.
 - California's net out-migration to other states increased to 277,000 in 2021 from 34,000 in 2012⁽²⁾.

Large Firms Cutting Back Work-From Home

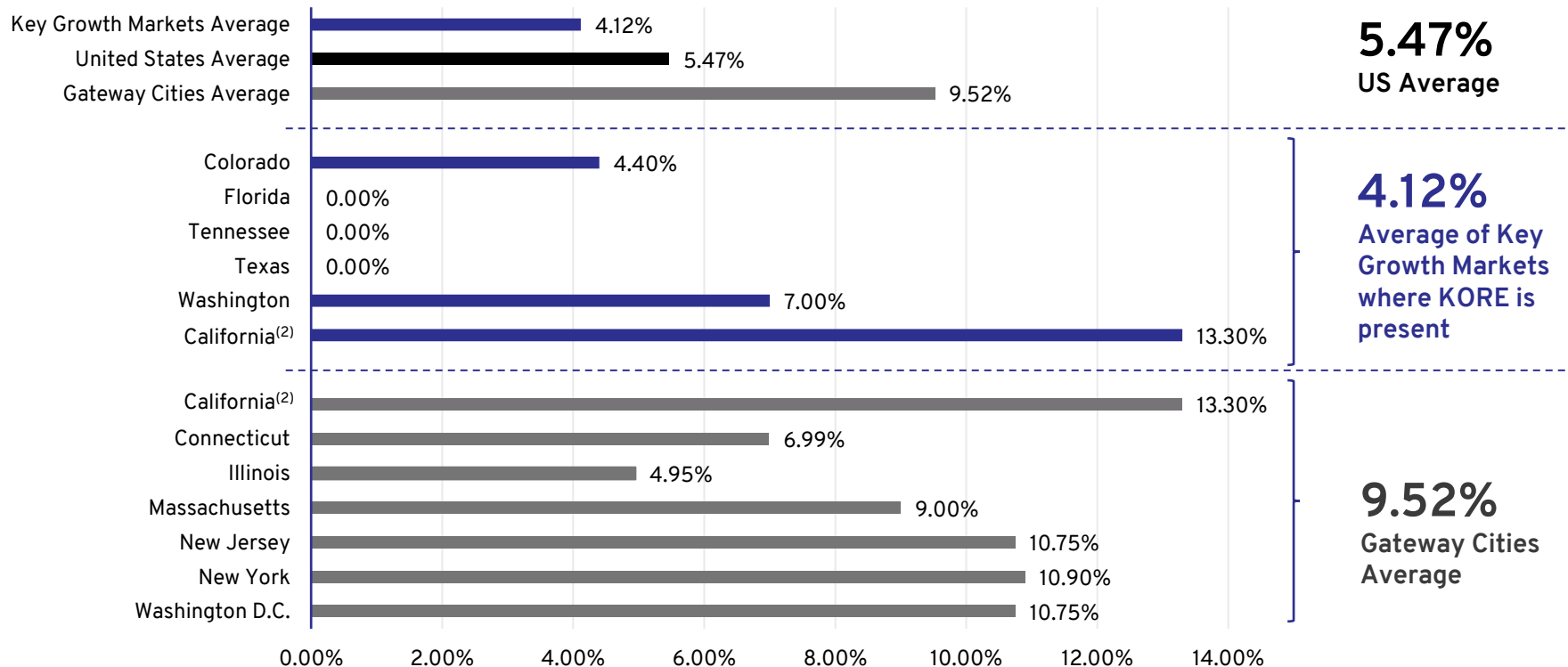
- Amazon and Meta joins corporate giants Disney, General Motors, Walmart, Starbucks and Vanguard Group in asking employees to return to offices more frequently.
 - ❖ Workplace collaboration and culture essential for employee development.
 - ❖ Shift in bargaining power of employees.
- US office occupancy broke 50% in February 2023, according to data tracked by Kastle Systems across the country's top ten metros.
- Tech layoff announcements have yet to result in major net declines in employment, meaning hiring is offsetting most layoffs⁽¹⁾.



Low State Personal Income Taxes

Individuals are moving to states with zero or low personal income taxes, accelerating population growth

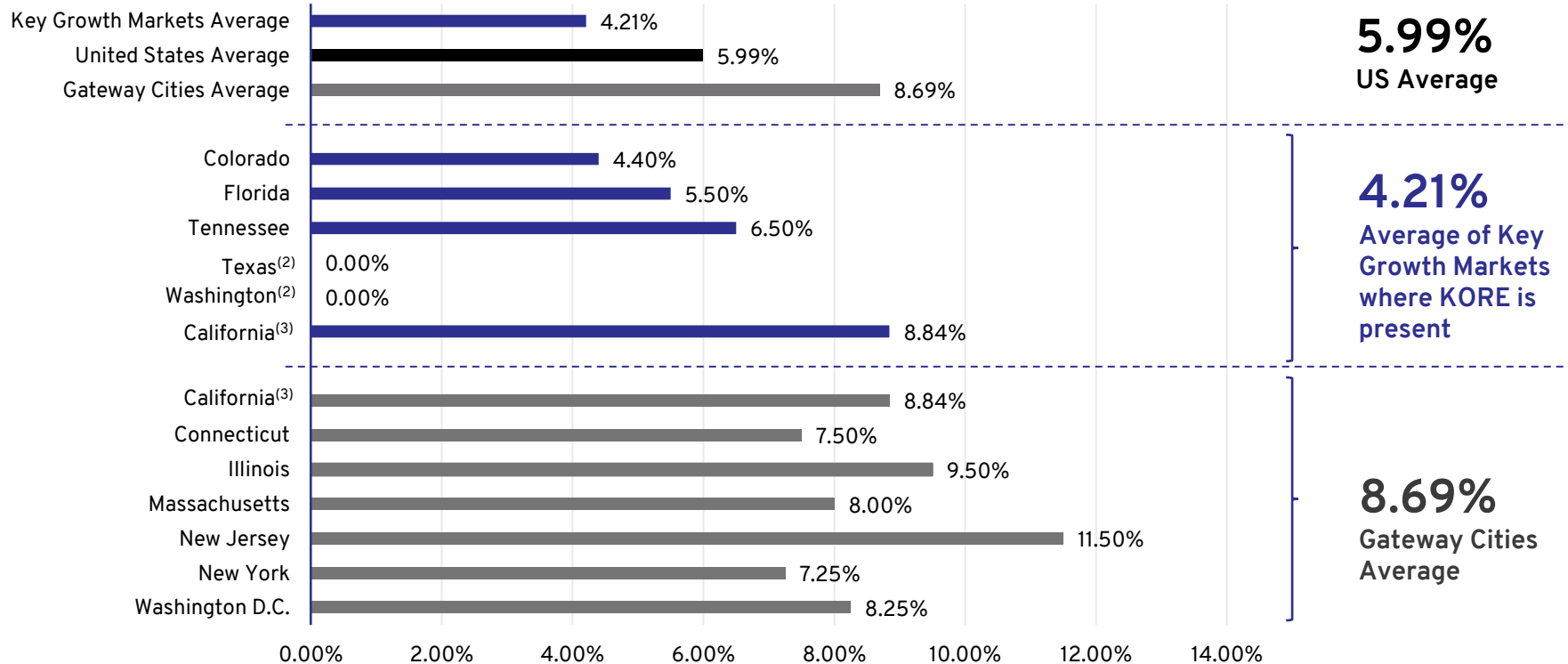
State Individual Tax Rates (as at January 1, 2023)⁽¹⁾



Low State Corporate Income Taxes

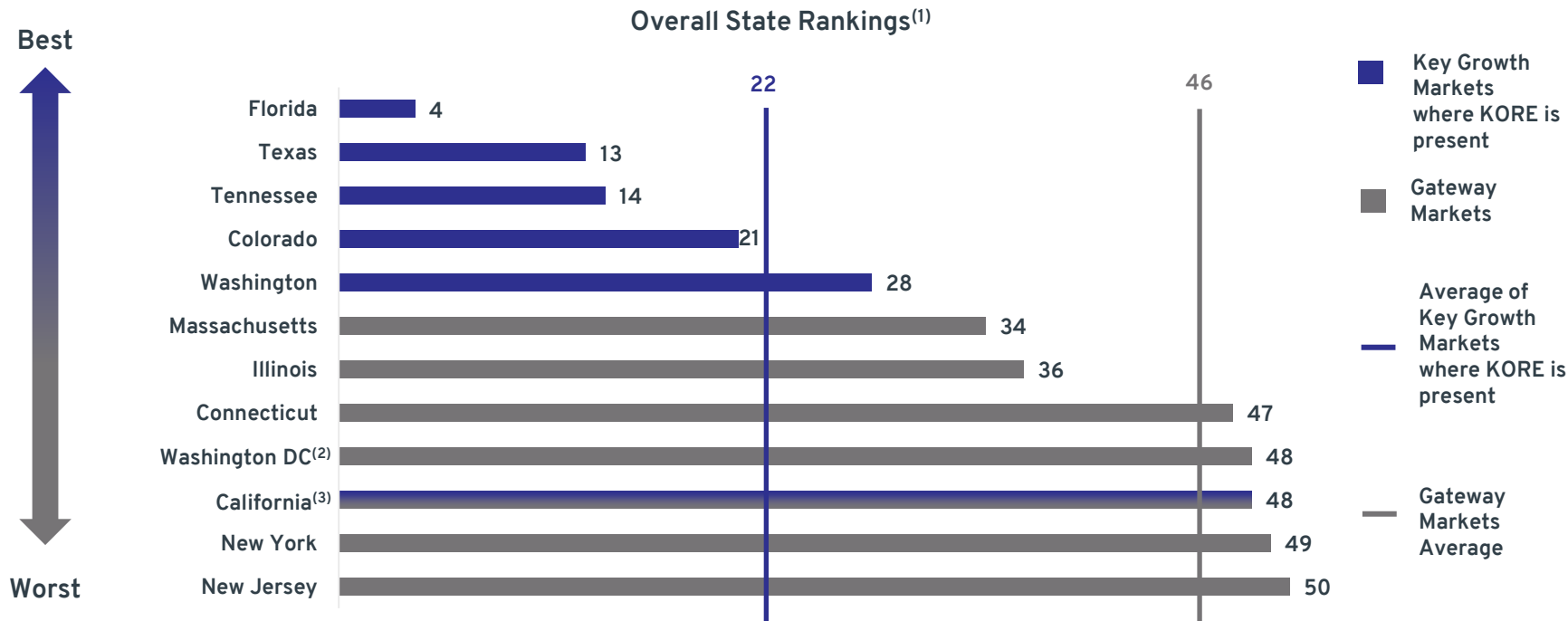
Companies are moving to states with zero or low corporate taxes, accelerating population growth

State Corporate Income Tax Rates (as at January 1, 2023)⁽¹⁾



2023 Rankings for Overall State Taxes

Lower overall tax rates in KORE's key growth markets vs gateway cities



**First choice
US office S-REIT
focused on the fast-
growing
TAMI, medical and
healthcare sectors
across key growth
markets in the U.S.**



Strategic presence in some of the fastest growing states in the U.S.



Exposure to the fast-growing TAMI, medical and healthcare sectors provides income resilience.



Highly diversified portfolio with low tenant concentration risk.



Resilient operating metrics with built-in average rental escalations for further organic growth.



Stable financial position to continue pursuing opportunities in key growth markets with a tech, medical and healthcare focus.

Thank You

For more information,
please visit www.koreusreit.com

Connect with us on: 

*Lobby space at
1800 West Loop
Houston, Texas*



Additional Information

*Bellevue Tech Center
Bellevue, Seattle, Washington*



2022 Sustainability Achievements

Execute sound fiscal and asset management strategy to drive growth and long-term value for Unitholders

ENVIRONMENTAL STEWARDSHIP

- ✓ Established a dedicated **Board ESG Committee**
- ✓ Progressive implementation of **Taskforce on Climate-related Financial Disclosures (TCFD)** recommendations
- ✓ Installation of **needlepoint bipolar ionisation** systems to **reduce pollutants** for tenant health and safety

PEOPLE & COMMUNITY

- ✓ Together with Keppel Capital, contributed **>1000 community hours**
- ✓ **Female Directors** represent **33.3% of the Board**
- ✓ Diverse by **nationality, ethnicity and business experience**
- ✓ Provide safe and healthy environment for all stakeholders
- ✓ Achieved **21.2 training hours** per employee

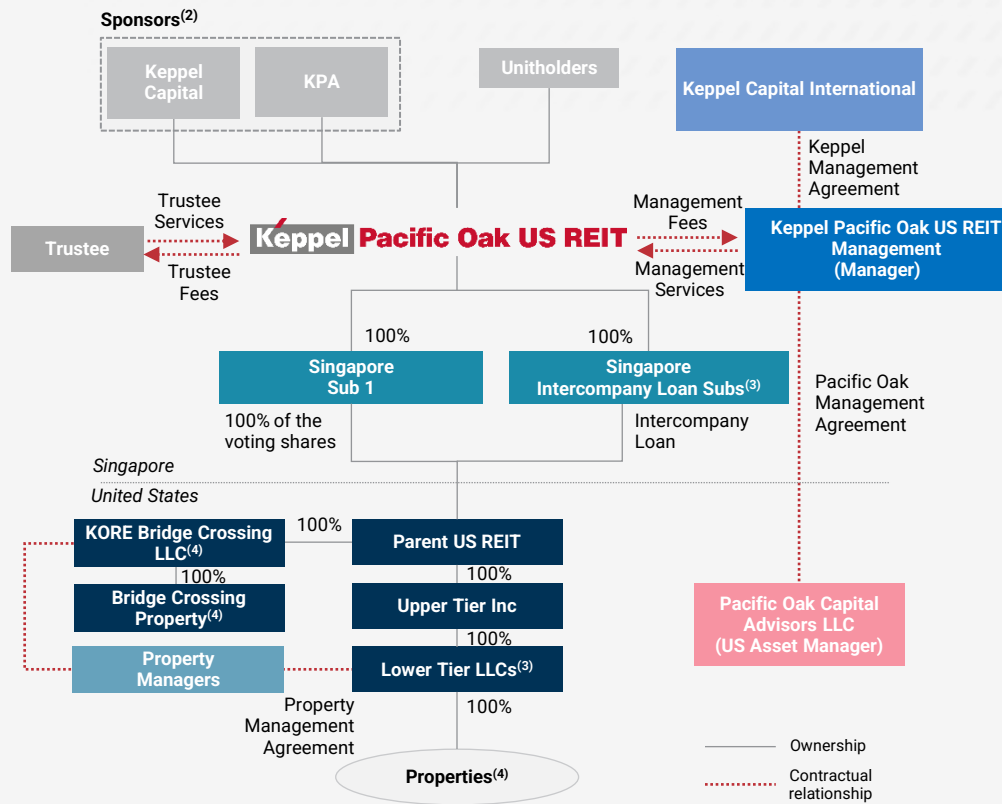


RESPONSIBLE BUSINESS

- ✓ Maintain **high standards of ethical business conduct and compliance best practices**
- ✓ **> 1000** engagements with analysts and institutional investors in 2022
- ✓ Upgraded from **'BBB'** to **'A'** rating in the **MSCI ESG Ratings Assessment**
- ✓ Ranked **2nd** in the **Governance Index for Trusts (GIFT)** and **9th** in the **Singapore Governance and Transparency Index (SGTI)** under the REITs and Business Trusts category

Trust Structure

- ✓ No withholding tax in relation to Section 1446(f)⁽¹⁾
- ✓ Tax-efficient structure for holding US properties
 - No US corporate tax (21%) and US withholding tax (30%)
 - No Singapore corporate tax (17%) and Singapore withholding tax (10%)
 - Subject to limited tax
- ✓ Leverage Sponsors' expertise and resources to optimise returns for Unitholders
- ✓ Alignment of interests among Sponsors, Manager and Unitholders



- (1) Keppel Pacific Oak US REIT (KORE) announced that the US withholding tax under Section 1446(f) of United States Internal Revenue Code should not apply to non-US Unitholders of KORE. For more details, please refer to the announcement dated [1 January 2023](#).
- (2) Keppel Capital holds a deemed 7.2% stake in KORE. Pacific Oak Strategic Opportunity REIT, Inc. (KPA entity) holds a 6.1% stake in KORE. KPA holds a deemed interest of 1.1% in KORE, for a total of 7.2%.
- (3) There are four wholly-owned Singapore Intercompany Loan Subsidiaries extending intercompany loans to the Parent US REIT.
- (4) Bridge Crossing Property is held under KORE Bridge Crossing LLC, which in turn is held directly under Parent US REIT. The other properties in the portfolio are held under the various Lower Tier LLCs respectively.

Strong Sponsors: Keppel Capital and KORE Pacific Advisors



- **Asset management arm of Keppel Corporation** and a premier manager in Asia
- **US\$36.6 billion⁽¹⁾**
Global assets under management as at end-2022
- **~40 cities across key global markets**
Diversified portfolio of real estate, infrastructure, data centres and alternative assets
- **Established commercial real estate investment manager** in the US
- **US\$4.0 billion**
Assets under management as at end-2022
- **Over 20 markets**
High quality commercial, single-family, multi-family, hospitality real estate portfolio across the US